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Travel Daily

First with the news

Tuesday 1st October 2013



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Win an Irish holiday!

TRAVEL Daily has teamed with Tourism Ireland, Etihad Airways, Avis, Ashling Hotel, Manor House Hotels & Irish Country Hotels & the Beech Hill Hotel to give away a 9-night trip for two to Ireland.

Throughout this month, we'll ask a different Ireland-related question, aimed at helping agents increase their knowledge on the destination and product.

For details on the competition, see **page seven** of today's issue.

CX lifts Australian flights

CATHAY Pacific will boost its services to Australia from Hong Kong to 74 per week from early next year, with new schedules improving services to Adelaide, Melbourne, Brisbane and Cairns.

The changes will see the current triangular services to Adelaide (via Melbourne) and Cairns (via Brisbane) switch to direct operations, as well as boosting CX Australian capacity by about 6%.

CX general manager Southwest Pacific, Dominic Perret, said the new schedules would also help the airline to "further improve the service it offers the inbound tourism market, particularly from China, all year round".

He said that Cathay Pacific is already well positioned to serve the fast-growing Chinese market, with its network (alongside that of sister carrier Dragonair) currently serving 22 cities on the Chinese mainland.

"However by introducing more

non-stop and better connecting flights, we will be able to make it even more attractive for Chinese tourists to come to Australia with Cathay Pacific with our faster connections and of course superior inflight service".

The changes will see CX operate four non-stop flights per week year round from Hong Kong to Cairns and daily non-stop services to Brisbane plus four per week connecting via Cairns for tourists wanting to visit both cities.

Four of CX's current daily flights to Adelaide will become non-stop services to Hong Kong rather than connecting via Melbourne, boosting ADL capacity by 14%.

Timing of the non-stop ADL flights hasn't been confirmed yet but Perret said it's intended to improve connection times and increase the number of short same-day connections to China.

Melbourne will move to triple daily non-stop services, while Sydney will remain at four daily and Perth at ten weekly.

All non-stop Cathay Pacific direct flights to and from Australia will be operated using its A330-300 aircraft offering Business, Premium Economy and Economy classes.

The new schedules are subject to various approvals, but are expected to commence from 30 Mar 2014.

G'Day LA incentive

CONSOLIDATED Travel and Qantas are offering eight lucky travel agents the opportunity to attend the annual G'Day LA black tie gala dinner in Los Angeles, which takes place next Jan.

The top sellers between 30 Sep and 08 Nov will win the trip including a Qantas A380 flight to LAX, four night's accommodation and the opportunity to rub shoulders with top celebrities on the red carpet.

There are also weekly prizes of \$1000 Qantas travel vouchers and daily prizes of \$100 vouchers for every five return tickets issued.

See **page nine** for details.

Another great issue

Travel Daily today has seven pages of news & photos, plus full pages from: (**click**)

- AA Appointments
- Consolidated/QF
- inPlace Recruitment jobs

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JTG completes sale

ATS Pacific Australia and NZ have changed hands, after the successful sale of the business to AOT Group Ltd by Jetset Travelworld (TD 29 Aug).

Completion of the sale of ATS Fiji and a 60% stake in Tourism & Travel Fiji still remains subject to regulatory clearance.

JTG said the expected loss on disposal of ATS remains in the range forecast, a before tax loss of between \$5 million-\$7 million.

Two trade shows for Fiji

THERE will be two rival travel industry trade events in Fiji next year - with very similar names - after Tourism Fiji (TF) yesterday announced that it will organise and run the Fijian Tourism Expo (FTE) from 05-08 May next year.

The FTE will be completely separate to the rival Bula Fiji Tourism Exchange (BFTE) which will return to the InterContinental Fiji from 26-28 May.

This year Tourism Fiji controversially pulled out of Bula Fiji (TD 11 Apr) which had been held annually in Fiji since 1995.

At the time Tourism Fiji said the organisation could not support BFTE in "its current format where competing Pacific Islands are invited to participate".

Instead it's going it alone, and has announced the appointment of Sally Cooper as the new Tourism Fiji Events and MICE director, with one of her primary responsibilities to run FTE which will be held at the Sheraton Conference Centre in Denarau.

"Its focus will be to support and showcase local tourism operators, Fijian-made products and the

unique Fijian culture to the world," said TF ceo Rick Hamilton.

"We will look after all service providers, big and small, and provide a more effective way of promoting Fiji as an international visitor destination of choice".

Meanwhile BFTE organisers say that the 2014 event will be even "bigger and better".

"BFTE 2013 brought together buyers from around the world and sellers from all over the region," they said, adding that it "opens the world to the best of what Fiji and the Pacific's tourism industry has on offer".

Cosmos winner

CONGRATULATIONS to Stacey Moffit from RACQ who was the fourth weekly winner of a bottle of Champagne in our Sep Cosmos competition.

Her creative caption for the competition photo was *Girl one says to girl two 'Other companies pale in comparison to Cosmos.'*

The overall winner, of a Cosmos India Trip for two, will be announced shortly.

SQ Athens relaunch

SINGAPORE Airlines will launch a seasonal twice weekly service between Singapore-Athens from 09 Jun to 09 Oct 2014 to cope with expected summer demand.

SIA operated regular services to the Italian capital prior to suspending the route a year ago.

Flights will be operated utilising Boeing 777-200ER aircraft.

Bookings on SQ832/SQ831 go on sale from tomorrow, including the carrier's earlybird promotion.

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CLICK HERE for further details

ATAS workshops for Nov-Dec

AFTA has confirmed that it will host a series of Transition Workshops from next month, ahead of the formal launch of the AFTA Travel Accreditation Scheme (ATAS) next year.

ATAS gm Garry O’Riordan said the move follows the recent national consultation which saw the scheme discussed with more than 650 agents.

“We have taken on board feedback received via the consultation workshops, fed these back to the supplier consultative committee and

various working groups to finessé the details of the scheme, and deliver a scheme which will elevate travel standards and take the industry to new heights,” he said.

The workshops will look at the practical consequences of the wind-down of the TCF, introduce key principles of Australian Consumer Law and address the scheme’s final criteria.

JetBlue Mint seats

US CARRIER JetBlue Airways is offering transcontinental flights in its new ‘Mint’ premium class priced from \$US499 one-way between New York JFK and Los Angeles, effective 18 Jun 2014.

The fully lie-flat suites will be the only private suites with closing doors in the US market, with four on each flight.

Seats are up to 22.3” wide - the widest seats on average in the US domestic market - and feature a 15-inch flat screen TV with 100 channels on DirecTV programs.

Up to seven daily flights will operate between the two cities before the Mint seats (**below**) are rolled out on the New York JFK-San Francisco route by Q4 2014.



TC recruitment spike

TRAVEL Counsellors has cited a strong period of sales growth in the past 12 months and a 9.5% rise in average commissions for a record level of recruitment.

The home-based agency network says its number of new sign-ups are up 25% on 2012.

“2013 is proving to be a fantastic year for us globally and particularly in Australia,” head of global recruitment Simon Burke said yesterday.

“We believe our highly personal approach has helped us achieve this,” he commented, adding that a large number of the 1,200 Travel Counsellors globally are experiencing their best year yet.

Burke said an “unparalleled level of support” offered to agents provided confidence to TCs who were daunted by the prospect of leaving a “reliable salary.”

Azamara to make maiden calls here

ROYAL Caribbean offshoot Azamara Club Cruises will make its very first visit to Australian shores, with the move confirmed in today’s release of the full 2015 Azamara program.

Azamara Quest will sail from Bali to Cairns on a 14 night voyage departing on 22 Dec 2015, calling at Thursday Island and Darwin as well as Cooktown and Port Douglas before finishing the voyage on 05 Jan 2016.

“Azamara Club Cruises is a hidden secret amongst savvy Australian cruisers,” said RCL Cruises Limited regional vice president, Gavin Smith.

“But even though its ships have never sailed in the region, Australians are now the third biggest nationality of guests onboard,” he added.

New VA MEL lounge

VIRGIN Australia has revealed plans to open its new Lounge at Melbourne Airport in Dec, with Alliance Catering in conjunction with VA and Luke Mangan now on a recruitment drive for staff.

VIP Lounge Ambassador, Dining Bar Associates and Senior Chef positions for the new Lounge are being promoted on Seek.com.au.

“We will proudly be offering an exciting food and beverage menu designed by leading Australian chef, Luke Mangan,” the VA job advertisements are promoting.

Details at www.bit.ly/VAVIPmel.



Window Seat

GUESTS staying at the upmarket Rancho Valencia in San Diego, California can now easily duck up to the shops, with the property allowing them to simply borrow a car.

But not just any car - options include three different Porsches - a 911 convertible, a Panamera hybrid and a Cayenne GTS.

There’s no charge to use the fabulous vehicles - guests just need a valid driver’s license and a California Insurance Certificate (SR-22) that covers driving a vehicle in the US.

“At Rancho Valencia, we want to ensure our guests are experiencing the standard of luxury afforded at the resort throughout their entire stay,” said spokesperson Nicole Sharp.

LET’S hope they move the bodies.

The US hotel made famous by Stephen King’s horror masterpiece *The Shining* has announced plans to dig up an adjacent pet cemetery, in order to make room for a new wedding pavilion.

King stayed in room 217 of Colorado’s Stanley Hotel and was inspired to write the novel which was later made into a Stanley Kubrick movie starring a deranged Jack Nicholson.

The project is currently on hold pending planning permission.

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2014 FIA Rally to Coffs

THE Far North Coast of NSW is expected to benefit from a surge in interest from domestic and int'l markets after the Coffs Coast was awarded hosting rights for a round of the 2014 FIA World Rally Championships.

"The 2014 event will build on the success of this year's event, which was estimated to attract more than 13,000 visitors to the Coffs Coast, generating more than 64,000 visitor nights and injecting around \$9 million in visitor expenditure into the local economy," NSW Minister for Tourism George Souris said.

Destination NSW ceo Sandra Chipchase said the Coffs Harbour event would reel in an overseas TV audience of over 50m viewers.

Caesars marketing

CAESARS Entertainment has expanded its agreement with Discover the World Marketing in 4 key markets - including Australia - to represent 10 more gaming resorts located in Atlantic City, Reno/Lake Tahoe and Tunica.

'Do the NT' campaign

TOURISM NT has commenced its new 'Do the NT' tourism brand campaign, with TV commercials, print and digital advertising rolling out this week nationally.

The campaign aims to create a shift in the mindset of consumers about the NT, from a place you 'go', to the place you 'do'.

Tourism NT ceo Tony Mayell said research had shown the Northern Territory remains an aspirational destination to visit, and the latest campaign aspires to educate consumers just how much there is to do and what is on offer.

"By doing so, visitors can be convinced that the destination offers diverse, active and value-for money experiences you can't get anywhere else in Australia, or the world," Mayell said.

CLICK HERE to view the TV ad.

Back-Roads Euro brox

A NEW 11-day London to Paris via the Channel Islands tour and an eight-day Croatian Wilderness Sailing itinerary are among new additions to Back-Roads Touring's 2014 UK & Europe Summer brochure that's out now.

It also features a 13-day Wild & Wonderful Scandinavia tour - the firm's first ever venture into the region - as well as a five-day Old Pubs & Great Grubs UK trip.

Royal Caribbean WOWs agents



ROYAL Caribbean helped agents chase the 'Monday blues' away at agencies across Sydney yesterday as a sales team continued to deliver the "WOW" moments of life experienced aboard its ships.

The initiative is part of Royal Caribbean's 'Designed for WOW' marketing promo which highlights the facilities on RCI ships, such as DreamWorks parades, cup cake decorating classes, rock climbing walls and more.

Yesterday, RCI's sales team delivered some Royal Caribbean inspired food and beverages, as well as lots of fun and surprises for agents and their customers.

Pictured popping in at Harvey

World Travel Sylvania with some of their support crew, from are RCI's Cassandra Bolton (left) and Laurie Sherwood.

On top of the exciting sales calls, Royal Caribbean is offering agents in Australia and NZ the chance to win a cabin on the inaugural voyage of *Quantum of the Seas* - for full details on the comp, go to royalcaribbean.com.au/quantumcomp.

4L Astana to London

KAZAKHSTAN'S Air Astana (4L) will introduce a new daily flight between Astana and London Heathrow using Boeing 757-200 aircraft, effective 29 Oct 2013.

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6 more Best Westerns

BEST Western Australasia has flagged the addition of up to six new hotels in Australia & NZ by the end of this year, taking its total tally to 183 hotels.

InterCon spoils CTM team



ABOVE: The Corporate Travel Management Client Value Management team were treated to a taste sensation recently with the launch of the new Spring menu from Cafe Opera at the InterContinental Sydney.

The group enjoyed a four-course degustation menu which included Green Asparagus Etupee, Crispy skin Tooth Fish, Roasted Spatchcock and Szechuan Pepper Strawberry paired with Pommery champagne.

Pictured celebrating a great

2013 and ahead of a repeat of the season in 2014 from left are Belinda Condon, client services team; Tony Burns & Natasha Brawn, CVM; Alison Henrici, bdm InterContinental Sydney; Ramon Drew, CST; Dean Jones, director of Global Sales IHG; Mandy Chan, senior bdm InterContinental Sydney; Cameron Kay, regional CVM; Janine Davis, bdm InterContinental Melbourne; Jonathon Mavin and Alana Hoyle, CVM & Owen Arthur, key account manager Global Sales IHG.



AFTA UPDATE
The latest updates from AFTA's Chief Executive, Jayson Westbury

TRAVEL agency owners who continue to hold an IATA accreditation your deadline for the submission of your financial return was yesterday, Monday 30th September. I hope all those who are still IATA accredited have managed to lodge their financial returns.

The Australian Agency Passenger Joint Council (APJC) recently approved some editorial changes to the financial criteria which will come into effect after the next IATA Passenger Conference, set for late October in Dublin. For this year (2013), there is no change from the criteria that was used for the 2012 returns and from all reports it appears that the vast majority of agents with IATA accreditation have found compliance with the financial criteria acceptable.

Processing for all IATA accreditations is now done via the IATA Singapore office with the local Australian office still able to assist agents with local knowledge and clarifications.

For the rest of the travel agencies across Australia who don't hold IATA accreditation, you will actually get a year off from lodging a TCF return as you will recall from the announcements earlier this year, there is no requirement to submit audited accounts to the TCF.

But for the many thousands of agency owners in the industry I hope that you are getting prepared for the AFTA Travel Accreditation Scheme (ATAS) criteria as this will still require financial reporting (unaudited) and this process will commence in the New Year.

There is a great deal of change happening within the travel industry right now, and I can understand that many agency owners, and indeed travel agents, are a little confused about what is happening and when.

AFTA is doing its best to keep everyone as informed as possible and with the many industry group conferences ahead, the ATAS transitional workshops planned over the next couple of months there will be plenty of opportunity for agents to get their hands on the information needed.

Change can be a scary word, but in the end change is what keeps an industry fresh, relevant and ready for the future.



Malaysia tour bargain

INTREPID Travel is offering a 20% discount on select Malaysia and Borneo tours departing before 31 Mar 2014.

The deal applies to bookings made by 15 Nov when using the promo code of '10111'.

A 10% discount is also extended on all 2014 European & Morocco tours travelling from 01 Feb to 30 Sep, if booked before 30 Nov.

NSW museum portal

THE NSW govt has today rolled out a new Museums & Galleries website that brings together over 350 properties across the state.

Designed as a 'one stop shop,' the site showcases museums, galleries and Aboriginal keeping places, and is hoped to provide exposure to regional parts of NSW - see www.mgnsw.org.au for info.

Pacific seminars

TREASURES of the South Pacific is conducting travel agent seminars in Newcastle on 08 Oct and Parramatta on 09 Oct, with a 7-night trip for two up for grabs.

Register to attend for the event go to www.tosp.com.au.

Aug Tourism satisfiers

ROY Morgan Research has named the Customer Satisfaction Award winners in the Travel & Tourism categories for Aug as QantasLink (Domestic airline) and Emirates (International airline).

Sofitel was named Hotel & Resort of the Month.



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Bali Tours
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Flight Centre's biggest store

FLIGHT Centre has today officially opened its biggest retail travel outlet globally - fittingly right in the centre of its home base of Brisbane.

The new 580 square metre flagship in Queen Street Mall will house a total of sixty consultants in twelve teams, along with interactive maps, a scrolling feed of flight prices and a massive "globe" light installation.

FC Australia executive gm Tom Walley said the hyperstore was designed to create an "interactive and engaging

customer experience as part of the company's transition from a travel agent to a travel retailer".

The consultant teams will include four retail groups, two round-the-world specialist teams, a cruise specialty team, a first and business class specialty team, and four Flight Centre Business Travel teams.

There will also be four in-house Infinity tours consultants available to offer customers advice during consultations.

Walley said the massive store also has capacity to house twenty additional consultants over time.

Mantra makes record

GRAND final season and visits from royalty and pop stars have resulted in record bookings in Melbourne and Sydney, says Mantra Group.

Last weekend's influx of Fremantle Dockers fans resulted in record revenues and an overall RevPar increase of 12% (YOY) across its six Melbourne hotels.

Sydney hotels are at 100% capacity thanks to the upcoming arrival of Prince Harry to open the International Fleet Review.

Next, a One Direction concert is expected to fill CBD properties, with Chatswood and Parramatta also selling quickly.

Reclining seat rage

NINE out of 10 travellers want reclining seats banned or only allowed only during set times on short haul flights, according to a survey by Skyscanner.

Four out of 10 felt that long haul flights should also implement set times, while 64% admitted they had never reclined because they were worried about the reaction they'd receive.

60% of cabin crew also reported being involved in, or having witnessed, heated arguments between passengers on the topic of reclined seats.

Carnival in Barcelona

THE world's fourth busiest cruise terminal, Barcelona, will soon have a new facility constructed to accommodate post-Panamax sized ships.

Carnival Corp and the port of Barcelona reached an agreement on the new 1,000 sqm facility, which will see the cruise giant invest \$27m and run the terminal as a concession, while the port will spend \$2.7m on roads and \$2m on signage.

The terminal is expected to open in 2016.

Bench Egypt savings

BENCH International has cut \$1,000 per couple on two festive season packages in Egypt which include a stay in Cairo and a Nile cruise on the five-star *Amarco II*.

Other ports include Edfu and Kom Ombo before disembarking to visit Karnak and Luxor temples and the Valley of the Kings, with special dinners held on Christmas Day and New Years Eve.

The seven-day Christmas itinerary, departing Cairo on 24 Dec, is priced from \$1,920pp, while the eight-day New Year trip, departing 28 Dec, is from \$2,210pp, both including guided sightseeing, Cairo accommodation, entry fees, domestic flights and transfers.

Today's **TD** is coming from Banff, Canada thanks to APT.

NESTLED in the Rocky Mountains of Western Canada, ever-so-slight snowfall is greeting a group of APT's top-selling agents as they, along with **Travel Daily**, begin a multi-stop itinerary over the next 10 days.

Today is the group's first full day on the ground, having flown from various parts of Australia, via Sydney, on Air Canada's Boeing 777-200 aircraft.

After a short layover in Vancouver, the group completed their journey with a short hop across to Calgary, where their APT branded bus awaited.

The afternoon saw the group meet with a member of the Royal Mounted Police, prior to dinner and a much needed night's sleep at the stately Fairmont Banff Springs Hotel.

Britain Earlybirds? With Pleasure.

Take in the sights, the sounds and the culture of Great Britain in 2014, and take-off in style with Virgin Atlantic.

Earlybird sale fares are out now to London, Manchester, Edinburgh and Aberdeen.

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DL adds 737-900ERs

DELTA Air Lines has taken delivery of its first Boeing 737-900ER aircraft, boosting the carriers existing fleet of 737-700s and 737-800s.

Hotel prices set to rise in 2014

ROOM rates across Australia's hotels are set to rise next year due to growth in corporate and government travel and high occupancies achieved in most states year to date.

According to STR Global, rates will increase 7-10% in Sydney, around 7% in Melbourne and Perth, and 3-5% in Adelaide, Canberra and Brisbane.

Over the past 12 months, occupancy rates have remained strong in Sydney at 85.2% and Melbourne at 83.7% overall.

While Sydney has seen increasing inbound travel from Asia, the city will see a shift in major events to Melbourne due to the closure of the Sydney

Convention & Exhibition Centre. Melbourne and Brisbane can expect an increase in hotel supply of 11% and 6.2% respectively, with new room supply in Sydney (0.7%) and Perth (0.8%) to remain low, putting pressure on rates.

"Australian travellers have had a good run in recent years, with excellent rates on offer, but now that the election is over we are expecting a re-commencement of some resource projects and increased government travel," said Simon McGrath, chief operating officer Accor Pacific.

He said that business travel buyers have become more strategic with their hotel programs, placing a greater focus on national and global deals, a trend which is likely to increase.

WIN A TRIP FOR TWO TO IRELAND

Throughout October, **Travel Daily** is giving readers the chance to win a fabulous holiday to Ireland, courtesy of **Tourism Ireland, Etihad Airways, Avis, Ashling Hotel- Dublin, Manor House Hotels & Irish Country Hotels** and the **Beech Hill Hotel – Derry-Londonderry**.

The prize includes:

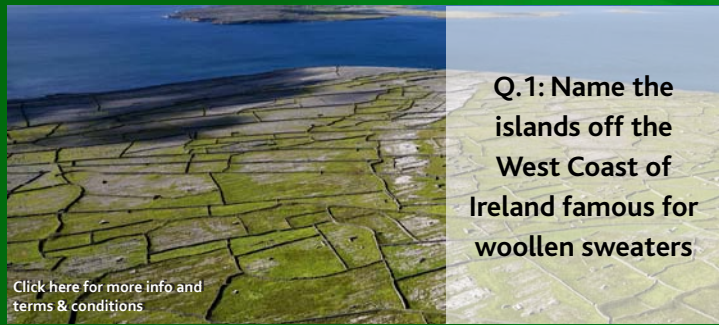
- Return economy airfares for 2 people to Dublin flying Etihad Airways;
- 9 nights' accommodation (twin share) including breakfast daily;
- 7 days Avis standard car hire in Ireland (pickup & return to Dublin).

Every day **Travel Daily** will ask a different Ireland-related question – just read the issue and email us your answer. There will be 22 questions in total, which will also be posted on our website.

At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic holiday to Ireland.

Email your answers to: irelandcomp@traveldaily.com.au

Plus, two runner ups will receive an 'Ireland goodie pack', including Lonely Planet Ireland guide, Lonely Planet Dublin guide, Lonely Planet Irish Language & Culture guide, Lyndey Milan DVD, neck pillow and post-it notes.



Q.1: Name the islands off the West Coast of Ireland famous for woollen sweaters

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ETIHAD AIRWAYS

US carrier profits up

PRELIMINARY data from the US Department of Transportation shows the largest scheduled passenger airlines generated a net profit of US\$2.1 billion in the second quarter of this year.

The figure is up from the US\$700 million achieved over the same period last year.

Delta Air Lines set the highest net income at US\$689m, about \$US200m more than United.

TTC donate to turtles

TAHITI Travel Connection is donating \$50 per client booking to the Ecological Centre & Turtle Sanctuary at Le Meridien Bora Bora, which gives guests a private tour and a swim with the turtles.

NFS phones working

NATURAL Focus Safaris has advised its phone lines are now operating as normal following yesterday's outage.

Jet Airways GA pact

JET Airways has announced a new codeshare agreement with Garuda Indonesia, with the 9W code to be applied to GA flights between Singapore and Jakarta.

In return, GA will codeshare on Jet flights from Singapore to Mumbai, Delhi and Chennai, with the agreement also including a reciprocal "full fledged frequent flyer partnership" right across each airlines' networks.

Insight India price cut

INSIGHT Vacations has released discounts of up to \$1,140pp on a range of 2013/14 India and Nepal departures to help agents convert the consumer mindset of visiting the destination 'one day' to now.

The guided holiday specialist introduced its subcontinent program in 2012 and since then, the number of Aussies travelling with the firm has steadily grown, says md for Australia, Joost Timmer.

Discounts apply to the 9-day Splendours of the Taj or Imperial Treasures of India gold tours, priced now at \$4,585ppts and \$6,255ppts respectively, while the 13-day Imperial Rajasthan trip is now \$600 cheaper (from \$2,275ppts) on select dates.

Aussie flights up 4.5%

AUSTRALIAN domestic aviation traffic rose 4.5% year-on-year in Jul to 5.35 million passengers, newly released govt data shows.

The Bureau of Infrastructure, Transport & Regional Economics report also found there was a 3.5% rise in the number of flights operated during the month.

The Sydney-Ayers Rock route had a 21% fall in traffic during the month, while the fastest growing route was Sydney-Launceston.

Silversea 2015 out

SILVERSEA Cruises has opened sales on its 2015 voyage collection, which includes a series of voyages in Australia's Kimberley region on the recently announced *Silver Discoverer*.

Silver Explorer will also return to the west coast of Africa, while *Silver Galapagos* will operate year-round in its namesake archipelago, while Silversea's "classic fleet" of *Silver Whisper*, *Silver Wind*, *Silver Shadow*, *Silver Spirit* and *Silver Cloud* will again cruise across explore the globe.

More info 1300 306 872.

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Postal address: PO Box 1010, Epping, NSW 1710 Australia
Street address: 4/41 Rawson St, Epping NSW 2121 Australia
P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

Advertising and Marketing: Christie-Lee Lachance, Lisa Martin and Magda Herdzik
Email: advertising@traveldaily.com.au
Business Manager: Jenny Piper
Email: accounts@traveldaily.com.au

Part of the Travel Daily group of publications.

Publisher/Managing Editor: Bruce Piper
Editor: Guy Dundas
Assistant Editor: Matt Lennon
Contributors: Chantel Housler, Jenny Piper and Barry Matheson
Email: info@traveldaily.com.au

Travel Daily

CRUISE
WEEKLY

Pharmacy
DAILY

Travel Daily TV

business events news

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AA APPOINTMENTS

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QLD & NT – 13/97 Creek St, BRISBANE – (07) 3229 9600 – employment@aaappointments.com.au

***HOT* MONDAY TO FRIDAY ONLY
CORPORATE TRAVEL CONSULTANTS
SYDNEY – SALARY PACKAGE UP TO \$60K**

Work for one of the global leaders in corporate travel with offices worldwide, this is a great opportunity to work with a company that offers career growth. You will be working in a friendly team looking after various accounts booking all the corporate travel needs of the client. You will be required to have strong customer service skills as this is a key focus of the role. If you have 2 years experience in the industry and are looking to move into corporate travel or looking to move to a great corporate company apply for this great role today.

***HOT* CRUISE INTO A NEW ROLE
CRUISE CONSULTANT
SYDNEY – SALARY PACKAGE UP TO \$55K**

This award winning online cruise wholesaler is looking for a talented consultant to join their friendly team. Work for a family owned company that prides itself on staff development and career progression. Great offices based in the CBD, close to transport and shopping. Not only will you have the opportunity to book all the fantastic cruises round the world, you will also have the opportunity to book a wide range of FIT arrangements. If you have 12 months industry experience and a passion for cruising, apply for this role.

**ARE YOU SICK OF FLY AND FLOP HOLIDAYS?
ADVENTURE TRAVEL CONSULTANT
PERTH – SALARY PACKAGE \$48K + BENEFITS**

NEW adventure travel consultant required for a busy office in Perth! Do you thrive on off the beaten track destinations?

Love arranging once in a life time trips to worldwide destinations? We have the perfect role for you that will see you assisting direct customers with their exciting travel arrangements! Working in a fun team environment you will be rewarded with a high base salary and Monday – Friday hours with rotational Saturday mornings. Call us today to find out more. Min 2 years consulting experience required.

**LEAD YOUR TEAM TO SUCCESS!
TEAM LEADER – GROUPS AND EVENTS
MELBOURNE – SALARY PACKAGE \$65K+ (DOE)**

We have an exciting team leader position that will see you working with a well known TMC in their dedicated groups and events department. Supervising a team you will be a hands on manager and lead your team to success while assisting with booking all aspects of the group travel for the event, from hotels to transfers to flights, no two days are ever the same. This exciting role with a difference will see you working Monday – Friday hours only and be rewarded with a high base salary. Min 2 years events/team leader exp req.

**THE ROLE WITH THE MOST ON THE COAST
RETAIL TRAVEL CONSULTANTS
GEELONG AND COAST – SALARY PACKAGE \$55K+ (DOE)**

With 2 more roles just filled you better be quick to land this exciting role close to home. This successful travel agency located down the coast requires a superstar consultant to join their growing team. You will be responsible for booking luxury worldwide holidays for your repeat and referral clients of the office. Working Monday – Friday with rotational Saturdays you will be a part of a fun team environment while earning a high base salary and being offered exclusive famils! Be quick only two positions left. Min 12 months exp.

**GROUP FUN IN ADELAIDE!
GROUPS TRAVEL CONSULTANT
ADELAIDE - SALARY PACKAGE TO \$55K + (DOE)**

Adelaide, we have a sensational new group travel role that will see you moving away from the everyday time wasters and into this dedicated group’s role. This successful travel agency now requires an experienced group’s consultant to join their specialised team and assist with large group bookings to specific worldwide events. With the opportunity to escort the groups and work Monday – Friday hours you would be crazy to pass this up. Call us today to find out more about this exciting role.

**CLIMB THE CAREER LADDER
TEAM LEADER
GOLD COAST – SALARY PACKAGE UP TO \$60K**

Sick of being stuck between the middle & top rung of your career ladder, then apply now! We have an amazing role for an experienced senior consultant with proven management skills to lead an established team of 2 staff to further success! You will be required to manage this agency in conjunction with your own client portfolio. Receive a top salary, head office support, achievable incentives & the recognition you deserve! Are you ready to step up into a retail travel management career? Apply today!

**HERE’S YOUR CHANCE!
RETAIL TRAVEL CONSULTANT
GOLD COAST – SALARY PACKAGE DEP ON EXP**

This exciting role won’t last long! You will be working for a National Company in a busy retail store with huge opportunity for growth! Throw away your go card & get the work/life balance you’ve been dreaming of. Receive a top salary, free car parking & achievable incentives. Organise leisure travel for existing and new clientele. All you need is 18months min retail travel experience, proven sales skills & high attention to detail. Be close to the kids, shopping and cut out the long commute! Apply now!



THE 2011 G'DAY L.A.!

Qantas and Consolidated Travel are giving you the opportunity to secure a seat in January at the annual G'Day LA black tie gala dinner in Los Angeles plus many more surprises!

★ ★ 8 X GRAND PRIZES ★ ★

Achieve the highest sales between 30 Sept – 08 Nov 2013 & you could be walking the red carpet and rubbing shoulders with Worldwide recognised Celebrities at G'Day LA including a Qantas A380 flight to LAX and 4 nights' accommodation to enjoy the very best of LA.



WEEKLY PRIZES

\$1,000 QF Travel voucher per week for the highest producing agent

DAILY PRIZES

\$100 voucher for every five return tickets issued

Valid for tickets issued by Consolidated Travel or via Quikticket between 30 September and 08 November 2013 on QF itineraries ex Australia plated on QF (081) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. *The Top 8 (eight) agents Nationally with the highest sales will win the grand prize, a minimum of \$40,000.00 in ticketed sales during the promotion plus 20% growth from the previous year is required to qualify and the minimum qualification for the Weekly prize is \$10,000.00 in ticketed sales during the promotion plus 10% growth from the previous year. This offer is open to all full time international selling agents only. Vouchers are capped, please email your local CTG state sales representative to claim your vouchers, claims will only be accepted by 08 15 November 2013. Consolidated Travel and Qantas Airways reserve the right to alter or cancel the promotion any time. Redemption of the Air Ticket and land content to be made through Consolidated Travel and is subject to seat availability and subject to the terms and conditions stated on the suppliers' certificate. The Grand prize includes one Economy class ticket for the winning agency from their nearest Qantas port to Los Angeles. The prize also includes connecting domestic flight from the winning agencies nearest Qantas or Qantaslink airport. Four nights' accommodation, in a twin share standard room at a property in Los Angeles and one ticket to attend the G'Day LA black tie gala dinner on 08 January 2014. Air tickets cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles. It is a condition of accepting the prize that: the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. All prizes include GST where applicable and taxes are included in the price of the ticket and land content. Consolidated Travel Group ABN 60 004 692 791. Date of issue 27 September 2013.





Love working in travel and looking for a change?

Chat with our team



Ben Carnegie

Account Sales Representative - Sydney

- ▶ Global travel product range
- ▶ Territory covering North NSW
- ▶ Salary package with OTE 90K

The time is now to join an award winning travel wholesaler. They are currently seeking a Sales Representative to manage their extensive portfolio of agencies. This position could lead to a significant step up for experienced sales representatives.

The product range covers a wide variety of sectors including river cruising, coach tours and speciality destination tours. Destinations are across the globe as well as domestic locations. If you have on road experience selling Asia, Europe, the Americas coupled with some Aussie knowledge, this will put you in a strong position for success with this role.

Representing the business at expo's will be part of this role and your natural ability to develop & maintain mutually beneficial relationships with retail agents in the Northern NSW territory will add to your suitability.

Call Ben or [click here](#) for more details

Incentives Manager - Melbourne

- ▶ High-end products, clients to match
- ▶ Based in Melbourne's southern suburbs
- ▶ Salary dependant on experience

Always wanted to influence how an incentives department should be run but never had the opportunity? This is a new department seeking advice on how to get things started.

Call or [email Ben](#) for more details

Yield Manager - Sydney

- ▶ Global travel distribution service
- ▶ Work with existing clients with no sales required
- ▶ Salary from \$60K + super + bonuses

Our client is a player in the online accomodation and destination services market. If you have a talent for analysing figures but still enjoy speaking with clients this role is for you.

Call Ben or [click here](#) for more details

Corp Leisure Travel Consultant - with a twist!

- ▶ Corp leisure role with an element of marketing
- ▶ Monday to Friday hours, transport at the door
- ▶ Excellent base salary, modern Melbourne offices

This busy and expanding boutique agency are looking for an experienced corporate leisure consultant that has a keen interest in marketing and social media.

Call Sharon or [click here](#) for more details

Team Leaders x 2 - Corporate - Sydney CBD

- ▶ Corporate Travel + Corp Groups Team Leaders
- ▶ Lead the way with an experienced team
- ▶ Family like atmosphere, Salary up to \$75K + super

Join this industry leader of Corporate Travel. Your role will be 50% consulting and 50% managing performance and quality of service among your team.

Call Sharon or [click here](#) for more details

Domestic Corporate Consultant - Sydney

- ▶ Sydney eastern suburbs location
- ▶ Boutique, reputable agency
- ▶ Guaranteed yearly educational!

In this role you will be servicing a dedicated portfolio of loyal clients travelling domestically with some Trans-Tasman and international point to point itineraires.

Call Kristi or [click here](#) for more details